LOUISIANA
Procurement Technical Assistance Center

a U. S. Defense Logistics Agency Procurement Technical Assistance Program

USACE Business Forum Day – August 16,2006

Defense Logistics Agency Procurement Technical Assistance Cooperative Agreement Program

- Nationwide
- DLA & UL Lafayette funding
- Housed at UL Lafayette

LA PTAC MISSION

To generate employment and improve the general economy of Louisiana by assisting businesses in obtaining and performing under federal, state and local government contracts and/or subcontracts.

Types of assistance

- Individual Counseling
- Resource
- Research
- Training and Seminars

Understand the Marketplace

- Confusing at the best of times
- Regulations
- CCR & Other Registrations
- Acronyms

WHERE DO I START?

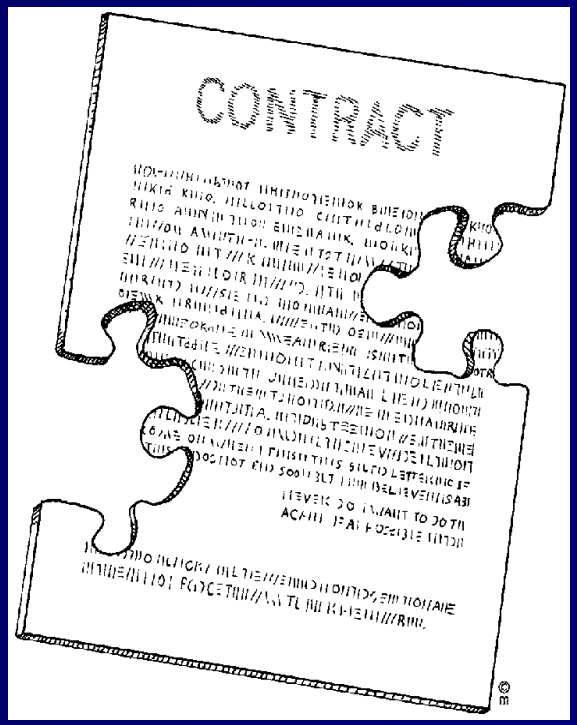
- **DUNS**
  Data Universal Numbering System
- **CAGE**
  Commercial and Government Entity
- **FSC**
  Federal Supply Classification
- **NAICS**
  North American Industrial Classification System

Develop Marketing Strategy

- Company Capability
- Target Marketing
- Subcontracting
- SDB, 8(a), WO, Hub-Zone, Veteran, SDV
- CCR
- Credit Cards
- Electronic Commerce

The Solicitation

(putting the pieces of the puzzle together)



- IFB,RFP,RFQ, etc.
- Solicitation Review
- Bid/Proposal Preparation
- Cost and Pricing
- Specs & Standards
- Clauses
- Negotiations
- Electronic Commerce

Contract Administration

- Getting Paid
- Paperwork
- Clarification
- Closeout

LA PTAC = Summary

One on One Assistance

Training & Seminars

An Extra Set of Eyes

Quick Resource

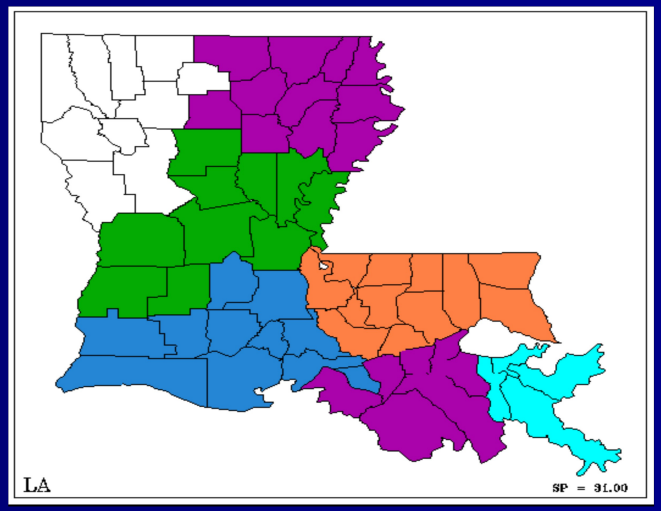
Research

Expert Generalists

- LA PTAC counselors are required to attend training events to keep up with contracting policies and programs throughout the government contracting realm.
- Daily Research

LA PTAC Service Area

LA PTAC – Statewide Coverage (2003)



La PTAC – Assumption, Lafayette, Lafourche, Caldwell, E. Carroll, Franklin, Jackson, Madison, Morehouse, Ouachita, Richland, St. Charles, St. James, St. John the Baptist, St. Mary, Tensas, Terrebonne, Union, W. Carroll

Kisatchie Delta PTAC - Allen, Avoyelles, Beauregard, Catahoula, Concordia, Grant, LaSalle, Rapides, Vernon, Winn

Southeast PTAC – Ascension, East Baton Rouge, East Feliciana, Iberville, Livingston, Pointe Coupee, St. Helena, St. Tammany, Tangipahoa, Washington, West Baton Rouge, West Feliciana

Southwest PTAC – Acadia, Calcasieu, Cameron, Evangeline, Iberia, Jefferson Davis, Lafayette, St. Landry, St. Martin, Vermilion

New Orleans PTAC – Orleans, Jefferson, St. Bernard, Plaquemines

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